

## Message Text

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ORIGIN NEA-10

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DRAFTED BY NEA/RA:DRPATTERSON:JR

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FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN PRIORITY

UNCLAS STATE 294108

FOR WESTLEY FROM NEA/RA

E.O. 11652: N/A

TAGS: BTRA, BDIS, BPRO, IR

SUBJECT: TRAVEL OF THOMAS FENTIMAN ON BEHALF OF R. A.  
HANSON AND COMPANY

1. YOU WILL BE CONTACTED IN NEXT FEW DAYS (PROBABLY SUNDAY, DEC. 5) BY MR. THOMAS H. FENTIMAN, PRESIDENT, FENTIMAN AND ASSOCIATES, NEGOTIATORS FOR INTERNATIONAL TRADE. FENTIMAN HAS BEEN RETAINED BY R.A. HANSON AND CO., A REPUTABLE MANUFACTURER OF IRRIGATION CANAL MACHINERY, TO ASSIST THEM IN A DISPUTE WITH FARKAR CONSTRUCTION CO., AN IRANIAN FIRM. FARKAR HAS USED HANSON EQUIPMENT ON A PROJECT IT IS CARRYING OUT FOR THE KHUZESTAN WATER AND POWER AUTHORITY (KWPA) AND IS ALLEGING THAT IT HAS BEEN UNABLE TO COMPLETE THE WORK ON TIME DUE TO THE FAILURE OF HANSON'S EQUIPMENT. APPARENTLY FARKAR IS CONSIDERING BRINGING SUIT AGAINST HANSON IN A NEW YORK COURT OR ELSE GOING TO ARBITRATION UNDER THE LAWS OF NEW YORK. FENTIMAN SAYS THAT AT THE MOMENT AND ON PAPER FARKAR APPEARS TO HAVE A STRONG CASE IN SPITE OF THE FACT (HE ALLEGES) THAT THE FAILURE OF HANSON'S EQUIPMENT OCCURRED BECAUSE OF UNCLASSIFIED

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IMPROPER OPERATION AND MAINTENANCE BY FARKAR. ANOTHER

COMPLICATING FACT IS THAT ONE MAJOR PIECE OF EQUIPMENT THAT ALLEGEDLY HAS NOT OPERATED PROPERLY IS A CATERPILLAR DIESEL ENGINE, COVERED BY CATERPILLAR'S OWN WARRANTY. CONSULTING ENGINEERS ON THE KWPA/FARKAR PROJECT ARE HARZA, WHO FENTIMAN HOPES WILL BE HELPFUL TO HIS CAUSE.

2. FOR THE PRESENT, ALL FENTIMAN WANTS FROM EMBASSY IS ASSISTANCE IN SEEING APPROPRIATE OFFICIALS IN KWPA AND EXECUTIVES OF HARZA. FENTIMAN'S INITIAL GOAL IS TO GATHER INFORMATION ON THE PROBLEM AND LATER TO ATTEMPT TO REACH A NEGOTIATED SOLUTION WITH FARKAR. HE PLANS TO SPEND SEVERAL WEEKS IN TEHRAN. KISSINGER

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